

	1993	1994	1995
CAN BASIS \$m			
EARNINGS FROM OPS			
Imperial tobacco	462	592	640
CTFS	232.4	332	374.6
Hardies/FFM	85.3	125.1	131.7
Shoppers Drug	100.1	100	100
Genetec Developments	33.3	28	28
UCS	-6.3	-17	0
Total	906.8	1180.1	1274.3
GOODWILL AMORT	-55.1	-55.1	-55.1
ADMINISTRATION	-45.2	-61.8	-59
INTEREST EXPENSE	-171.4	-185	-188
EARNINGS PRE TAX	835.1	858.2	891.2
INCOME TAXES	-192.2	-332.2	-407.6
MINORITY	-34.1	-40.6	-41.2
NET EARNINGS	408.8	486.4	542.4
PREFERRED DIVIDEND	-20.3	-10.9	-9.3
EARNED FOR COMMON	388.5	474.5	533.1
COMMON DIV	-176.3	-188.0	-214.8
RETENTIONS	212.2	286.5	318.5
NO OF SHARES mn	119.187	119.2	119.2
EPS \$	3.28	4	4.53
DPS \$	1.48	1.58	1.8
AMORT			
CTFS FV	-7.8	-7.3	-7.5
HARDIES/SHOPPERS	5.2	5.4	5.2
NET CREDIT	-2.4	-1.9	-2.3
SPEC GWILL		-18	
UK BASIS C\$ 100%			
TRADING PROFIT			
TOBACCO			
Imperial	462	592	640
50% admin	-22.6	-30.9	-29.5
Tot tob	439.4	561.1	610.5
FINANCIAL SERVICES			
CTFS	232.4	316	374.6
CTFS FV	-7.8	-7.3	-7.5
Genetec Dev	33.3	28	28
50% admin	-22.6	-30.9	-29.5
Tot FS	235.6	305.8	365.9
OTHER			
Hardies	85.3	125.1	131.7
Shoppers	100.1	100	100
UCS	-6.3	-17	0
Goodwill amort in TP	5.2	5.4	5.2
Tot Other	184.3	213.5	236.6
TOTAL Y. PROFIT	858.2	1080.4	1213
INTEREST	-171.4	-185	-188
PBT	687.8	895.4	1044
TAXATION	-192.2	-332.2	-407.6
PROFIT AFTER TAX	495.6	563.2	636.4
MINORITIES	-54.4	-51.5	-50.5
ATTRIBUTABLE	441.2	511.7	585.9
COMMON DIV	-176.3	-188.0	-214.8
RETENTIONS	264.9	325.7	371.3
UK BASIS C\$ 40.44%			
TRADING PROFIT			
TOBACCO			
Imperial	186.8	239.4	258.8
50% admin	-9.1	-12.5	-11.9
Tot tob	177.7	226.9	246.9
FINANCIAL SERVICES			
CTFS	84.0	127.8	151.5
CTFS FV	-3.1	-3.0	-3.0
Genetec Dev	13.5	11.3	11.3
50% admin	-9.1	-12.5	-11.9

Tot FS	95.2	123.7	147.8
OTHER	0.0	0.0	0.0
Hardies	34.5	50.6	53.3
Shoppers	40.5	40.4	40.4
UCS	-2.5	-6.9	0.0
Goodwill amort in TP	2.1	2.2	2.1
Tot Other	74.5	86.3	95.8
TOTAL T. PROFIT	347.5	436.9	490.5
INTEREST	-68.3	-74.8	-68.3
PBT	279.1	362.1	422.2
TAXATION	-77.7	-134.3	-164.8
PROFIT AFTER TAX	200.4	227.8	257.4
MINORITIES	-22.0	-20.8	-20.4
ATTRIBUTABLE	178.4	206.9	236.9
COMMON DIV	-71.3	-75.2	-86.8
RETENTIONS	107.1	131.7	150.2
BOOK VAL: 12/31/87.4m	674.5	806.2	856.4
REVENUES 100%			
TOBACCO GROSS	2858.6	2523.7	2599.4
FS			
CTFS	3703	3749	3824
GD	88.3	87.4	87
TOT FS	3601.3	3846.4	3821
OTHER			
HARDEES	2825.8	2695.5	2770.8
SHOPPERS	180.6	187.8	183.5
UCS	286.2	183	158.1
INTER CO	-74.3	-42	-24
TOT OTHER	3020.3	3024.4	3088.2
TOT GROSS	6681.2	6384.5	6618.6
TAXES	-1708.2	-1233	-1286.3
NET REVENUES	7872	8181.5	8353.3
NET TOBACCO REV	1150.4	1280.7	1333.1
REVENUES 40.44%			
TOBACCO GROSS	1156.4	1020.6	1051.2
FS	0.0	0.0	0.0
CTFS	1497.5	1516.1	1546.4
GD	38.8	38.4	39.2
TOT FS	1537.2	1555.5	1585.7
OTHER	0.0	0.0	0.0
HARDEES	1061.9	1086.0	1120.4
SHOPPERS	73.0	76.0	78.3
UCS	118.5	78.0	64.3
INTER CO	-30.0	-17.0	-8.7
TOT OTHER	1221.4	1223.1	1253.3
TOT GROSS	3916.1	3799.1	3890.2
TAXES	-891.2	-486.6	-512.1
NET REVENUES	3223.9	3300.5	3378.1
NET TOBACCO REV	405.2	522.0	539.1